



The Millionaire Course: Overview

This week, Life Training Online will be reviewing [The Millionaire Course](#) by Marc Allen, the second of fifty-two books in the [52 Personal Development Books in 52 Weeks](#) series.

When I first took a look at this book it reminded me of some snake-oil salesman's late night pitch, promising any desperate victim millions of dollars if they would only pay four installments of \$299.99. But the author's name was what caught me off guard. I've heard of good things from Marc Allen. This didn't seem to fit. It wasn't until I opened the book, that I realized that one shouldn't judge the book by its cover...

The Millionaire Course's title is somewhat misleading. Although it has within its pages a course on how one can become a millionaire, this collection of twelve lessons could be a course in achieving whatever it is that you want from life, be it health, wealth, relationships, or anything. Because it teaches principles, broken down into what Allen refers to as "keys", it can be applied to any aspect of your Personal Development. These are the same principles which supposedly helped Allen in his becoming a multi-millionaire.

Can it truly help you to become a millionaire and reach your dreams? This week we'll find out...

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The Millionaire Course: Lessons 1-4

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The first four chapters or 'lessons' of The Millionaire Course, make up Allen's 'short course'. Containing the four essential elements for success, these chapters are essential reading if you plan on not working through the entire book.

The Millionaire Course is not intended to be a quick perusal and then get discarded like some cheap romance novel. It's set up to be an interactive 'success course' where the greatest benefits are gained when you work through the exercises.

I do find Allen's very simple and easy-to-understand style a bit repetitive at times, although his point is well made. However, my goal in reading any personal-development book is not to find eloquent literature but instead to find principles which easily apply to my life, and this book is packed with them. The style is a distant second in importance for me.

So let's get on with it! As I [mentioned in the overview](#), this book is broken up into 12 lessons. Today we'll be covering the first four.

Lesson 1: Imagine Your Ideal Scene - List and Affirm your Goals

Stephen Covey's habit, 'begin with the end in mind', makes up the central theme of this first lesson. As the title of the chapter suggests, you imagine your ideal scene, picturing how you would see yourself in five years if you completely represented your ideal definition of success. Where would you be? What would you be doing? Who would you be with? What kind of house would you own? And so on...

After writing about a page of this, you would go through this scene and break it down into specific goals. For example, if part of my scene involved owning a big white house on a hill (fyi, this is NOT one of my goals by the way, but bear with me 😊),

you would make that one of your goals.

The third step would be to take those goals and turn them into affirmations, essentially activating them in your mind. "I am now living in my big white house on a hill (lame, I know)." Doing this and repeating those affirmations, Allen says, will imprint them onto your subconscious mind — that "vast part of your mind that is intimately connected with, and, in some mysterious way, united with the whole universe." (This has everything to do with [the Law of Attraction](#)).

Lesson 2: Write your plan as a simple, clear visualization

Just as a house requires a blueprint in order to be constructed, your goals require a plan in order to be met. Allen teaches you in this second lesson how to write a plan for your goals.

By creating a one-page plan for each goal, you convert your desires into intentions. It puts the subconscious to work and lets it know that this is not just wishful thinking on your part, but truly a desire that you are intending to realize. Allen also states that this is where the Universe will begin to reveal ways for you to accomplish your goal.

The last part of this chapter is set up as a mini-course on how to write a business plan. It goes into what steps to take, things that should be covered, as well as ways to seek financing. Succinct at best, this is intended only as an overview of the process behind creating a business plan and you would do well to seek more thorough sources if this is of interest to you.

Lesson 3: Discover your Vocation and Purpose

When I first read the title of this lesson, I thought that Allen would provide some great exercises that people can follow in order to find out their true purpose and vocation in life. Although he does offer suggestions and some questions you can ask yourself, it is not necessarily a how-to lesson, but instead is set up for the reader to explore the idea that each person has a distinct purpose in life. When your plans are aligned with this purpose, you will inevitably succeed.

Allen does offer some helpful suggestions and questions to bring you closer to your purpose such as, "Imagine you just won the lottery and had all the money you would ever need, what would you do with your life?" or through asking your subconscious, higher self, or God (whatever your belief may be) for the answer and then quietly listening for the answer. The answer, he explains, may come immediately or at a later time, but be assured that it will come.

If you're looking for a more thorough exploration into how to discover your purpose, check out [Finding Your Purpose in Life](#) and [The 4 Elements of Purpose](#).

Lesson 4: See the Full Half of the Glass

Understanding the difference between those who create success and those who continually struggle in life is the focus of this lesson. Once you can grasp this and in concert, apply the three previous lessons, you will achieve your desires. The focus of this chapter then, is your focus.

What we tend to focus on expands. If you're constantly focusing on your problems, those problems will continue to grow. Successful people learn to focus on solutions. Through questions such as, "what can I learn from this?" or "what kind of opportunities can I gain from this problem?" you will be accessing your creative self and thereby come to know that "within every adversity is an equal or greater benefit."

This has been by far my favorite chapter. Full of great wisdom, such as, "as soon as your dream becomes stronger than your doubts and fears, your dream begins to manifest", the book is worth the buy for this lesson alone.

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The Millionaire Course: Lessons 5-8

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Lesson 5: Live and Work in Partnership with All

Understanding that we need to work and live in harmony with others is probably something that we are all aware of but seldom do. In this chapter, Allen goes beyond just “harmony” with others and enters into what he calls a “partnership” with them. The idea is to go beyond “just getting along” and instead seek to *work in synergy with* all those you come into contact with.

This partnership isn’t exclusive to people but includes the natural world as well. Basically this idea of partnership revolves around the abundance paradigm. When we let go of the scarcity mindset and take on one of abundance, we begin to work with others to have even more success than we would had we worked independently.

This is something that I’ve been wanting to more of with this blog - that is, work with, help and support my fellow bloggers so that we can all succeed. I have some ideas in the workings which I’ll be implementing very shortly.

Lesson 6: Avoid Management by Crisis

The meat of this chapter is Allen’s discussion of 12 ways to overcome management chaos — a good number of these being a rehash of pointers from previous lessons. Besides the blatant repetition, there was one worth noting, which is how to settle an argument. In a nutshell, it can be summed up again with one of Covey’s 7 habits: Seek first to understand and then be understood. In other words, to stop any argument, shut up and listen to the other person. After understanding what it is that they are trying to express, then allow yourself to state your point. Repeat until the argument is settled.

Lesson 7: Love Change and Learn to Dance

Bouncing back from his previous chapter, this 7th lesson restored my faith in Allen's book. Although he borrows heavily from the Power of Now by Eckhart Tolle, the quotes he uses are a perfect match for the message Allen is trying to convey.

To "love change" means that one does not try to control one's circumstances in life, or force an outcome, but lives acceptingly in the now. If you are dependent upon some external source (material thing) for your happiness, then that happiness is wholly dependent upon the existence of that thing in your life. But by letting go of that dependency, there is no fear of loss anymore. And paradoxically, those things will flow into your life with ease and non-effort.

Things may come and go, but if you live in a state of non-resistance, allowing the Universe to take care of the rest, you will never be one to lack. This is easier said than done.

Lesson 8: Discover your Core Beliefs and Learn how to Change Them

We all deal with certain limiting beliefs, whether they are nature or nurture induced. These beliefs, in a very real sense, determine our realities. For example, a person growing up in poverty who believes that wealth is hard to come by will have an entirely different reality of money than a successful entrepreneur. The poor person's belief that making money is difficult, doesn't necessarily make it reality. His belief however, is what makes it reality.

What we all have in common though, is our abilities to change these beliefs. And by changing these core beliefs, we can change our realities. Allen teaches a "Core Belief Process" which, through a series of questions, challenges your beliefs. These questions will attempt to put you in a third-person perspective (what Allen calls "the watcher"), making you see your beliefs as an outsider, in effect allowing you to change your limitations and thereby expand your reality.

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The Millionaire Course: Lessons 9-12

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Wrapping up this weeks reading, today we'll be covering the final four chapters of the book.

Lesson 9: Grow at Your Own Pace

The main subject of this chapter revolves around the idea that every business undergoes the same stages of growth that much of life goes through - infancy, adolescence, and maturity. And just as a human infant requires constant nourishment, care and attention to survive, an infant business requires the same - all of this, without any expectation on your part.

As the business grows into its adolescence, less time is needed in supporting and strengthening it, for it can independently support itself and its employees. However, like a teenager, it hasn't reached the stage where it can support its parents (its owners) yet. This requires the next stage, a mature business.

Through constant focusing of your goals and dreams, as well as putting your plans into action, your efforts and patience finally pay off. Your business at the stage of maturity will not only support you but provide abundance to many others as well.

Lesson 10: Give Abundantly and Reap the Rewards

This is a condensed version of Allen's book, The Ten Percent Solution. Probably inspired by The Richest Man in Babylon, The Ten Percent Solution expounds a well known, albeit not widely practiced, way of becoming wealthy. And that is to save at least 10 percent of your income. If 10 percent is too much of a stretch, begin with 5% or 3% or even 1% of your income and slowly work your way up. I suggest [setting this up so that it's automatic](#); this is what I do and if it's out of sight, it's out of

mind.

The second part of the Ten Percent Solution involves giving away 10 percent of your income. Historically called a "tithe", giving away 10 percent of all you earn can change not only your life but the world's for the better. This is something I've done literally since I was eight and can testify to the power of this principle.

Allen at this point adds the third step to the 10 Percent Solution, which is to work in partnership with all. Allen specifically looks at the partnership of governments with corporations and non-profits to find a synergistic solution to the world's problems.

Lesson 11: The Spiritual Side of Life

At this point in the lessons, much of the time was spent on achievement of a more physical nature. While material wealth and the physical are very important aspects of our life, Allen, at this stage in the book, reminds us that there is a very important part of us that should not be forgotten - the spiritual part.

It is only after you learn how to quiet your mind ([this is one of my favorite ways](#)), especially the constant chatter and dialog that goes on in our heads, that you'll come in contact with your spiritual side. Allen uses most of this chapter to briefly describe different mediation techniques that you can use to connect to yourself on much deeper level.

Lesson 12: Do What you Love and Success Will Follow

This, the final lesson of the book, is one of the simplest but most powerful keys from the whole book. And that is to find what you really love to do, go do it and success will follow. Allen claims that no matter what you love to do, you can achieve monetary success doing it if you:

1. Keep doing it.
2. Make it an intention that it will support you abundantly
3. Look for ways to achieve success with it and you will be led to it, step by step.

Is your passion just chit-chatting with others? Well, look at Oprah; she makes millions and millions of dollars "chit-chatting". You've heard the axiom, "Where there's a will there's a way." Well, if you keep doing what you love and focus your attention on your dream of succeeding with your passion, then the way will open up to you and you will know which path you should take.

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The Millionaire Course: Final Thoughts

This week, Life Training Online will be reviewing [The Millionaire Course](#) by Marc Allen, the second of fifty-two books in the [52 Personal Development Books in 52 Weeks](#) series.

Despite my complaints about Allen's repetitive and somewhat simplistic style, I really enjoyed reading *The Millionaire Course*. Can it truly help you to become a millionaire? I really believe it can. As I said before, this book is not so much a step-by-step guide, but more about instilling principles, that (note the bold print) **if applied**, will help you reach any goal in your life – be it a career, a relationship, health, and yes, even becoming a millionaire.

Overall, the Millionaire Course helped me discover new ways of thinking about, and achieving, wealth and fulfillment in my life. Most importantly, wealth and fulfillment can come while doing what I love and at the same time adhering to compassionate values. With practical tips on how to discipline your mind, set goals, put your plans to work and realize your full potential, *The Millionaire Course* is a sure winner for me.

If you liked this review, stay tuned because next week we'll be taking a look at David Allen's (no relation to Marc Allen) bestseller, [Getting Things Done: The Art of Stress-Free Productivity](#)!

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